



**SAN JOAQUIN VALLEY SMALL BUSINESS
COUNCIL MEETING MINUTES**

Tuesday, April 2, 2013

1:00 - 3:30pm

**Caltrans, District 6 – Fresno Manchester Office
2015 E. Shields Ave. Ste. 100, Room 148 (Sierra Room)**

**Caltrans, District 10 – Stockton Office
1976 E. Dr. Martin Luther King Jr. Blvd, Room 3**

Caltrans Staff Present:

Bender Ehlert, Sharri - District 6 Director
Bowen, Carrie – District 10 Director
Caudle, Morris – District 6 Small Business Liaison
Everson, Brian - District 6 Chief, Central Region Prog. Project Mgmt
Guinan, Lori – District 6 Deputy Director, Administration
Hanif, Nabeelah – District 6 A&E Liaison
Mertlik, Kelly – District 6 Small Business Liaison
Nogueira, Zelig - District 10 Deputy Director, Administration
Prandini, Camillo – District 6 Construction Liaison
Pulido, Lauren – District 10 Chief, Administrative Services
Runge, Pam – District 6 Chief, Administrative Services

By Phone Conference:

None

Council Members Present:

Cox, Gretchen – Blair, Church & Flynn
Dean, Marvin – SJV Construction Management Group
Hunsaker, Debbie – GFACC, Alert-O-Lite
Morris, Ali – Kern County Black Chamber of Commerce
Plachta, Walt – Blackburn Consulting
Zabrycki, Lydia – Quad Knopf

By Phone Conference:

Yu, Ming-Chen (M.C.) – Asian American Architects and Engineers of Northern California

Guests in Attendance:

Frye, Eugene – Frye Plumbing Inc
Tavernia, Paul – Sacramento SBA, Lead Marketing & Outreach Specialist

Welcome/Introductions/Opening Remarks

Sharri Bender Ehlert, District 6 Director – Meeting convened at 1:05 p.m. Welcomed all the attendees during opening remarks. Attendees introduced themselves.

We have seven Council members in attendance, so there is a quorum. We can adopt the June 5, 2012, October 2, 2012, and January 31, 2013 Meeting Minutes. Are there any corrections need to be made?

Morris Caudle – The January 31, 2013 Meeting Minutes need to be corrected. The CTF Golf Tournament date is June 3, 2013, not June 6 as stated in the minutes.

Motion to approve: Lydia Zabrycki made the motion with Walt Plachta seconding the motion.

- Meeting Minutes – Minutes from June 5, 2012, October 2, 2012, and January 31, 2013, approved by quorum of members.

Item #1: Recent Caltrans and Statewide Information Update:

Sharri Bender Ehlert, District 6 Director – I want to talk about alternative delivery methods. Caltrans is involved in some Design-Build projects. Caltrans is also looking into another alternative delivery method called CMGC and I will get into that a little later. But I want to talk about Design-Build first. We have historically, in the State of California, delivered our projects via traditional design methods, which is designing them and putting them out to bid and then constructing them with contracts. Several years ago there was legislation passed which gave Caltrans the ability to do up to ten Design-Build projects as a pilot in the State of California. Two of those projects are in my district, District 6. I wanted to highlight what we are learning and how those projects are going for us. This is a pilot program, that ultimately, we will be putting together a report to the California Transportation Commission, who is going to evaluate this whether this is a method that Caltrans is going to continue to use or not. We may have some blended methods down the road. This is somewhat experimental. When we do a Design-Build project, the intent is to do it faster with some cost savings so that we have better constructability. Caltrans is able to transfer risk to the contractor and hopefully inspire some innovation. I did receive some feedback from the construction side and there are some pros and cons. There are two projects in District 6. One is the Madera 99 Highway project, which is a rehab project and we really haven't saved a lot of time. It was a very new process for Caltrans and we didn't get any time savings. But on the other project, which is the 180 Braided Ramps project, it will be out and built with people driving on it probably a year to 18 months ahead of schedule. There will be time savings on this project. We have seen some innovation, but not much on the Madera rehab project. But on the Braided Ramps project, which is more of a structures project, we had some ability to develop and implement more creative solutions.

Carrie Bowen, District 10 Director – How are the costs in terms of change orders? Do they operate the same way for Design-Build even though you don't have full design?

Sharri Bender Ehlert, District 6 Director – Yes, the change orders are actually bigger. That is the con side of it. We are hearing now that because we are putting a project out to bid which is only 30% designed, a contractor is bidding on the project and then the district is stating they want a different kind of guardrail or a district preference. Per the Construction Division, they now can have change orders in the millions of dollars compared to a job that was a traditional design-bid-build project. This is leading to cost increases on the change order side, which are fairly significant. Might need a bigger contingency or we need to do something different in managing Design-Build projects. The other issue stated from Construction was the inspection side of it as a con. The prime contractor actually hires the

inspector and there are a lot less inspectors out there and they don't have any self correcting mechanisms. The inspector is on the prime contractor's payroll, so it is becoming an issue for Caltrans. Those are some of the downfalls to Design-Build, but those are things we can work to correct. Ray Tritt, our Design-Build Coordinator, stated in future contracts we will be doing some things differently, including the ability for Caltrans to do full inspections. The contracts we had were not written that way, but future contracts may use this delivery method. Caltrans could do full inspections and not have it be part of the contract. CTC will be evaluating at the end of the Design-Build projects and decide if we want to have more ability to do these types of projects with this delivery method.

More promising is the CMGC, which is the Construction Manager-General Contractor. What is different about this method is the owner brings in the contractor and we can hire it out to a consultant or we could do the work ourselves at Caltrans. Either way it can still be done as a CMGC. We would bring the contractor in and they would work with us side by side as we develop the design of the project. We are not actually building it until the design is finished. Hence, we would minimize those big change orders. The contractor that is in there designing the project with you is the same guy who will build the project. You get the benefit of having the contractor at the table with you while you are developing the design. The types of projects that make sense for this process are ones that have complex staging, high risk, and traffic control, for example, where the contractor can get in there to make things easier, safer and cheaper etc. This would be a very good benefit to Caltrans and the industry. We are now developing a process to implement this. There was legislation (AB 2498) which was passed in September (2012) and went into effect in January 2013. It authorizes Caltrans up to six projects, with five of those projects being greater than \$10 million. They are not looking for small jobs, but fairly sizable projects. There will be guidelines and criteria for what types of projects. The call for projects will be in the spring. The delay right now in industry is reviewing the guidelines and providing feedback. So, once that is finalized, it will go out to the districts to see who wants to nominate a project and be a part of this pilot program. One of the candidate projects is the High Speed Rail realignment of Highway 99.

Carrie Bowen, District 10 Director – I am going to yield since I really want to hear from our guest, Paul Tavernia.

Item #2: Guest Speaker – Paul Tavernia, SBA (Sacramento Office):

Paul Tavernia – Thank you for allowing me the opportunity to attend. A lot of what I do is marketing and outreach to public agencies. I want to give you information on what the SBA is all about. What we view our mission from a district office, out in the field where the rubber meets the road stand point. And then cover specifics about what our district and what we cover and the specific activities we are involved in. The SBA was established in mid-1950. We are the smallest Federal government agency, but are nationwide with 68 offices scattered around the country. The SBA has about 3,000 employees with about half located inside the "Beltway" in Washington D.C. and the other half deployed throughout the country.

A large part of what we do is called the "Three C's": Contracting, Counseling, and Capital. My title is a Lead Business Development Specialist in the Sacramento District Office and I am the Team Leader focusing on government contracting, with the major focus being Federal contracting. We help small businesses with learning how to get certified with the Federal government and some of the other certification programs. We help them develop marketing strategies on how to market to the Federal government and how to prepare a quality capability statement. My team also does marketing and outreach, which includes meetings like this and attending any small business focused events throughout the Sacramento area or anywhere in our district. We

look for events, opportunities, meetings, one-on-one counseling, or trade shows-procurement fairs to get in front of small businesses. With counseling, we do a lot one-on-one counseling, which is the public face of the agency. Our doors are always open Monday through Friday, so we get a lot of foot traffic with people coming in for assistance. We do rely on the Small Business Development Center network here in California, of which there are five SBDC's in our district. We also rely on the local SCORE chapter that is very active in the Sacramento-Metro area with 50 to 60 counselors, which offers no-cost counseling. SCORE is made up of volunteers with industry expertise and experience across the board. There are some 10,000 SCORE counselors nationwide that a small business owner or entrepreneur can go into SCORE.org to find what kind of counseling they are looking for and SCORE will match up the business owner with the right counselor. SCORE also offers curriculum in business basics, business planning and marketing. They are fantastic business partners. That is basically our delivery mechanism for providing counseling.

Carrie Bowen, District 10 Director – Are they in a physical location? Or is it all via the internet?

Paul Tavernia – They (SCORE counselors) primarily work out of their houses. But what we have done in Sacramento is given them a dedicated cubicle in our office space. So they have clients come in to do one-on-one counseling in our conference rooms. But most of their work is outside of the location with the business owner to execute the counseling.

The third aspect to what the SBA does is access to capital. The SBA from a business context really doesn't do much direct lending, but what we provide is loan guarantees. The only time we direct lend is typical in the context of a natural disaster. So, if you have been reading about hurricane Sandy and New Jersey, and SBA loans, we make direct loans to businesses and individual home owners that have incurred economic injury as the result of a natural disaster. We usually come into play when all of the insurance aspects and avenues have been satisfied or completed. And then if a homeowner or business owner requires additional capital, then we provide low interest loans to them. That is the context in which we direct lend. From a business standpoint, mostly what we do is we provide loan guarantees. Two major programs which I don't want to get into too much detail. One is primarily for non-fixed assets, inventory, working capital and business acquisition. The other loan program is primarily for fixed assets, which could be long term life, heavy duty machinery and equipment or commercial real-estate.

We are now fully staffed at our office and will be concentrating on the Stockton area. We will be attending the Stockton Public Agency Consortium and getting it jump started.

Lauren Pulido – We had a kick-off meeting on February 13, 2013 to start a Public Agency Consortium (PAC) in the Stockton area. There are existing PAC organizations in Sacramento and in San Diego. We invited public agencies from all eight counties in the District 10 boundaries, and learned that the Small Business Development Center in Modesto handles four of our counties and the Small Business Development Center in Stockton handles the other four of our counties. There was a lot of excitement and positive energy during the meeting, so we are hopeful that we can eventually split into two PAC's, one for the Modesto area and one for the Stockton area.

Paul Tavernia – The Public Agency Consortium will be pretty much emulated to what we have been doing in Sacramento area for about seven or eight years. We will put together a procurement centric event with agencies in a room and invite many small businesses to attend to engage in conversation, learn who to do business with the agencies, and then how to look for opportunities and market their business. In Sacramento, we have an event called "Connecting Point" and it is held every November. We invite all of the state agencies to send representatives, as well as, we have all of our resources partners from the Small Business Development Center,

SCORE, and lending partners attend. It is a half a day forum, where we will get five to six or even 700 small business attending. We have breakout workshops and the businesses have the opportunity to go around the room and engage in short conversation with agencies looking for procurement opportunities. We also talked in February about the possibility of having a smaller scale event, due to the smaller demographics, in both the Stockton area and the Modesto area. It would have the same procurement centric focus as the Sacramento event.

Carrie Bowen, District 10 Director – Where does Merced fall in?

Paul Tavernia – Which county is it in?

Carrie Bowen, District 10 Director – It is in Merced County. It is in our district, and it is adjacent to Stanislaus County and I am not sure who covers that area. That area is very poor, but it is going to have High Speed Rail and a couple of \$100 million projects there.

Paul Tavernia – Technically it is part of the Fresno (SBA) district, but if they don't have bandwidth, since they go all the way down to Bakersfield and to the coast, we could get involved. My philosophy is, let's do what is right for the small business community and not worry about turf wars. We have a great working relationship with the Fresno SBA office.

Up in the Redding area, we are trying to get more of an ongoing presence up there. We have a Small Business Development Center up there and we just started in February a monthly contracting focused meeting the first Thursday of every month. The meeting will have presentations by federal agencies, for example Western Area Power Authority will be there this Thursday, and we will provide SBA updates. We want to energize the contractors there about federal and public sector contracting.

In our office, we have Lender Relations Specialists who work with lenders on the SBA Loan Guarantee Program and going out and doing workshops to enlist lenders involved in the SBA lending arena. There is some oversight that they have to provide along with annual reports/reviews to the SBA lenders. The Specialists also actively look for lenders to come into the program to provide additional access to capital for small businesses.

We have Economic Specialists who put on events. There is an event coming up on May 6, 2013, called the Small Business Resource Summit. This is a resource centric event with all the various agencies and entities which can provide value to small businesses. Workshops are available, which are business issue focused, such as access to capital, social media, exporting, how to be a well run business, etc.

We also have a Small Business Awards luncheon that we put on every year for district small business award winners. The SBA offers finance classes in conjunction with the Small Business Development Center and the Business Information Centers throughout Sacramento. We would like to start doing these in Stockton as well.

Carrie Bowen, District 10 Director – How do you track all these mechanisms that generate opportunities for small businesses with SCORE? How do you track your success?

Paul Tavernia – We don't necessarily track centrally in our district office. SCORE keeps track of their number of hours and number of businesses counseled and they circle back on what the business results have been. The Small Business Development Centers (SBDC) are measured on how many education hours they provide. They also review the effect the counseling or the assistance they provided had on the business in terms of increased

business and additional jobs. The SBDC's are individually measured on their tangible results. SBA does annual reviews of the SBDC's, which are done to process and capture the data and reported up to Washington D.C.

Carrie Bowen, District 10 Director – Is the data available online? Can we look at it by county?

Paul Tavernia – I don't know. From the Stockton metro area, if you were to contact Nate at the SBDC, he would have those statistics readily available on what the impact has been for the counties which that SBDC serves. Each individual SBDC keeps its own statistics, but I not sure how much they publish the data.

Sharri Bender Ehlert, District 6 Director – Are there any other questions for Paul?

Debbie Hunsaker – The SBA provides a value service to small businesses, thank you.

Ali Morris – Does Paul go down to Bakersfield?

Sharri Bender Ehlert, District 6 Director – No, the SBA office out of Fresno does. We had a guest speaker at the last meeting that did a presentation for SBA out of Fresno and their jurisdiction goes all the way down to Bakersfield. We can get you the contact information for the Fresno SBA if you would like.

Paul Tavernia – Pete Estrada or Lori Leshner are my counter parts in Fresno. Also, I had sent Lauren three handouts, which talk about the different small business set asides for federal contracting, websites for small businesses to do additional research, and a list of active lenders in our district.

Sharri Bender Ehlert, District 6 Director – Did those individuals not here today get those handout copies which Paul is talking about via email?

Kelly Mertlik – No, the SBA handouts were only provided to those physically attending, including Bakersfield.

Sharri Bender Ehlert, District 6 Director – We can email the handouts out so that everyone has them. Thank you Paul for coming and joining our meeting today.

Item #3: Office of Business and Economic Opportunity Update:

Sharri Bender Ehlert, District 6 Director – Alicia is out sick today and there were no updates at this time.

Item #4: Statewide Small Business Council Update:

Debbie Hunsaker – We managed to pass the Code of Conduct at the last meeting. This is something I took on behalf of our committee (Construction Subcommittee) and the committee has worked on this since last May. When it was presented to Statewide Council, there was one more change on the Code of Conduct, which was to take out the section that states to regularly attend council and committee meetings. This was redundant to the Council Operating Guidelines. The final version should be coming out soon. My goal is now to pass this Code of Conduct down to the different District Small Business Councils. I want everyone to take a look at this and hopefully adopt it into our operating guidelines as well.

Sharri Bender Ehlert, District 6 Director – So, this is a statewide effort, correct?

Debbie Hunsaker – Yes, we adopted it at the Statewide Council and I would like to have it adopted at all the District Small Business Councils to be a part of the guidelines.

Carrie Bowen, District 10 Director – Thank you Debbie for your work on this. I was at that meeting and we could use some code of conduct. I appreciate your efforts and I am looking forward to having them implemented at our local council here.

Debbie Hunsaker – I appreciate your support. I felt that this was needed and I hope we don't ever have to refer to it again.

Sharri Bender Ehlert, District 6 Director – So, once this is final, we can bring it back for action?

Debbie Hunsaker – I wanted to give it to everyone so you can start looking at it and make any changes. The fourth paragraph under “Conduct and Personal Behavior” which states “regularly attend Council and Committee meetings and miss no more than three consecutive meetings” was the only sentence which was struck out because the council members thought it was redundant. So, if we could get this out to all the SJV SBC members that would be great.

Kelly Mertlik – I can scan this and send it out to the members.

Debbie Hunsaker – I really appreciate all the help and input I received. It was challenging at times.

Lydia Zabrycki – So you stated the Statewide SBC hasn't adopted it yet?

Debbie Hunsaker – Yes, we did adopt it already. The Construction Committee discussed it length and we finally accepted it at our level at the March meeting. It was taken to the full board and they adopted it as well. It is now official. I only have the document which states “draft” on it. The one adopted is exactly the same except for the regularly attend meeting part. Hopefully our group, by the next meeting can adopt it for our council.

Sharri Bender Ehlert, District 6 Director – We will put it on as an “action item” for the next meeting and it would go out with the agenda for everyone to review ahead of time.

Lydia Zabrycki – Our next meeting isn't until November. It is something we can do by email?

Debbie Hunsaker – Either email or a quick teleconference maybe? It would be nice for me to report at my next Statewide meeting that we adopted it here in our district.

Sharri Bender Ehlert, District 6 Director – We can email it out to the members and get concurrence from our members with the minimum quorum.

Debbie Hunsaker – I will check with Carole Ching (OBEO) to see if she is redoing the final version or if I am supposed to.

At the Construction Committee meeting, we had an excellent presentation by Perry Mayer out of the Division of Construction. He spoke about A+B Contracts, which is a concern to small businesses. We were able to talk about some of the challenges, such as if a sub bids to different contractors which are bidding on a contract, they don't know the number of working days that the contractor is using in their bids. The definition is a speedy

construction spec were Caltrans only pays on the cost portion, not the time portion. So it behooves the contractor to get the project done quicker because the faster they get it done, the more money they can make. This reduces the delays in work zones to the motoring public and also reduces costs. It also competitively balances out construction and time costs to determine the lowest bidder. There is a float removal tool, not acceleration; the parties are more attentive to minimizing delays. It improves contractor's efficiencies. I have heard from some of the subs working on these jobs that state there is a cost to the subs, which is a problem. If you delay, you pay. If Caltrans has estimated that it should take no more than 150 days, then the contractor bids the contract and there is an incentive for them to get done quicker. There are severe consequences if they go beyond too. There are pluses to the contractor and there are some risks that they are taking also. It is currently used on projects \$5 million or greater and with \$5,000 or more reduction in road delay savings. They are trying to expand the policy to add more flexibility in its use and use this type of bidding more often. Small businesses are concerned with that. Caltrans needs to understand what that means to the small businesses. The districts must determine whether engineering support is available using these types of projects. They may use the road impact costs with the road user costs for additional liquidated damages. Full liquidated damages only apply when lanes are not open when time has elapsed. The problem is the subs don't know what the "B" portion of the project is. Time is part of the "B" contract costs. Caltrans determines the Road Usage Costs (RUC) and the subs have no way of knowing how the contractors are bidding it. The subs are pressed to hurry, yet they are not rewarded if they get it done quickly, and if there are no liquidated damages. If there are liquidated damages, those are passed down to the subs. The issue is the subs don't get to share in the reward part, but they are allowed to share in the penalty part. The suggestion from the Statewide Small Council members was to possibly qualify the bid to the number of working days as an option to address the issue. Approximately 5% of the contracts are A+B and Caltrans is planning on encouraging their use more to avoid delays. The contracts are more resource intensive, especially after a delay. If any members here have any feedback, please share those with me so I can get those issues up there.

Ray Tritt talked about the Design-Build issues during the Statewide SBC and Ramon Carlos (OBEO) will have a presentation at the next Statewide SBC meeting on the Construction Mentor-Protégé program that I am hoping we are getting going here.

Morris Caudle – That is being done in District 10.

Debbie Hunsaker – They are redoing the subcontractor listing form. Going to see if we can get a copy of it and see what is on there so far. There may be some things we want added to the form. Also, if I can get any input from this council as well. We want input from those that actually do the job.

We also talked about Force Accounts, time and material emergency work, and that it takes too long to get paid which is another issue for subs. It can take up to a few months to get paid. Angela Shell and Ramon Carlos will look at the processes and see what the policy is and how to we implement it in the field to address the issue.

There was a suggestion to have a RE (resident engineer) Academy because there is no consistency on some things district to district. Some of the Construction committee members are going to gather examples so there will be something to look at.

There was some legislation, SB474, Paul Guerrero was going to look at. The legislation has to do with indemnity clauses and to make it better for small businesses.

Sharri Bender Ehlert, District 6 Director – I appreciate you as a voice on the committee, particularly with Sacramento, since a lot of what you are talking about is with contracts that are administered out of Sacramento. We have little to do with them.

Debbie Hunsaker – That's why I need input from the members so I can be more educated and do a better job on the committee, not just for our district, but for the other districts too. We have had presentations since I took over as Chair of the Construction Committee because I wanted to see something educational and helpful.

The Administration of the Courts has some construction contracts throughout the state to build court houses. For further information, the contact person at Dept of General Services is Danetta Jackson, 916-375-4483 or danetta.jackson@dgs.ca.gov.

M.C. Yu – I was an alternate for Eddy Lau at the statewide meeting. I wanted to add some information from the Professional Services Committee. We set up 2013 goals with the main goal is to ensure proper credit SB/DVBE/DBE participation. We are working with OBEO to figure out how to redefine the NAICS codes. Also, how to deal with the requirements of certification, since each agency has different requirements to certification.

Item #5: District 10 Update:

Lauren Pulido – We had our Stockton Public Agency Consortium on February 13, 2013. We had about ten agencies that participated. It was a very positive meeting with a lot of energy in the room because we all know that in this area we need something like that to bring our resources together to pull off nice bigger events. There are PAC organizations in Sacramento and there is one in San Diego. And since this meeting, our next step is to conduct a small business outreach event that will be scheduled sometime in October. We are looking at venues right now. I have received emails from other local agencies that have heard what we are doing.

On March 17, 2013, we will be going to Merced to attend the High Speed Rail Small Business Certification Workshop and I will be there to represent District 10.

I have reserved the SJV COG meeting room for the Statewide Small Business Council meeting on July 19, 2013. A confirmation will be going out soon.

I am currently advertising for a Small Business Liaison since Silvia Dayak took a promotion with PPM.

Marvin Dean – Is there a job description available for the position in District 10 that I can circulate to our members? Do they have to be a State employee?

Lauren Pulido – Yes, I do have a duty statement and I can send you a copy. However, Personnel has told me that there are five names on the reemployment list and there are 31 names on the State Restriction of Appointment (SROA) list, so I have to select one of those. I will email you the information.

Item #6: District 6 Update:

Morris Caudle – Our past events included a February 8, 2013, Bonding Workshop which we partnered with US DOT and the City of Fresno. It was held at the City of Fresno Purchasing Department and was very well attended. SBA was also there and each group did presentations regarding small business. On February 21, 2013, we partnered with the Department of General Services (DGS) and SCORE for a workshop called

“Register Your Business with the State of CA”. This was an online certification and was held at Fresno City Hall. Michael Aguillo, Wayne Gross, Kelly and I assisted in certifying businesses. On March 14, 2013, we had a workshop titled “How to Receive Bids and Awards with the State of CA”, which was also partnered with DGS and SCORE. It was held at the Workforce Investment Board Business Center in Fresno. There was a PowerPoint presentation giving marketing tips and make use of the certification.

Our upcoming events include an April 9, 2013 workshop titled “Register Your Business with the State of CA”. Again, we partnered with DGS and SCORE for the online certification process. It will be held at Fresno City Hall, from 9:00 am to noon. On April 11, 2013, we have been asked to partner with the California Public Utilities Commission (CPUC) and PG&E for their Bakersfield Small Business Expo held at the Bakersfield Marriott on 801 Truxtun Ave, from 8:30 am to 1:30 pm. There will be business matchmaking opportunities (one on one meeting with purchasers) and certification workshops. On April 16, 2013, we are having our Central Region Calmentor Mixer at the Elbow Room, located at 731 W. San Jose Ave, Fresno. The Mixer will be from 5:30 pm to 7:30 pm. There is also an A&E Workshop called “Line Cards and How to Get on a Team” from 4:00 pm to 5:00 pm, which is to be held at the Caltrans Manchester Office. On April 25, 2013, we are assisting DGS and High Speed Rail for a “Small Business Online Certification” workshop. To be held at the Fresno SBDC/UC Merced Office located at 550 E. Shaw Ave in Fresno from 9:00 am to noon. And then on May 2, 2013, we are doing a “How to Get Contracts and Awards with the State of CA” workshop with DGS and SCORE. This is a PowerPoint presentation to be held at the SBA/SCORE office at 801 R Street, Suite 201 in Fresno, from 9:00 am to noon.

The above information is also on our District 6 Small Business website and the CT Calendar on the OBEO website.

Marvin Dean – I had sent you an email a few days ago for the Kern County San Joaquin Valley Transportation Forum on April 19 and I am hoping that you may be able to attend. I resent the email again this morning. I will give more information in the Member Item section.

Morris Caudle – I will get back to you offline Marvin.

Item #7: Subcommittee Updates:

Construction Subcommittee:

Camillo Prandini – The construction season is getting off to an earlier start than we normally see it. Currently out in construction in the Central Region, we have \$1.76 billion worth of contracts, which are 134 contracts. In District 6, we have \$531 million with 42 contracts. In District 10, we have \$738 million with 33 contracts. Also, in the packets you will find Look Ahead Reports. The reports will give you upcoming projects going to be advertised in the next year. In District 6, we have \$104 million in contracts coming out with most of our projects down in the south counties, Kern and Kings Counties. In District 10, we have \$189 million coming out in construction projects with San Joaquin County leading the pack up north. The dollar amounts on the report are estimates, so don't rely on those so much.

You can get additional information by going to the Office Engineer website, off the Caltrans main webpage. From there you will be able to look at the Look Ahead Reports for the different districts, including all of the districts statewide. You can also search by county and work in that county. You will be able to search by keywords and type of work. So, if you have a specialty, you can tailor it to what you do. From the interactive map of advertised projects, you can click on the link, which will bring up the project specs, the plans, and who

the bidding contractors are. From there you can also “opt in” to become a DBE, a DVBE or a small business looking for work. Contractors will post for help where they need help on that website as part of their good faith effort.

From the A&E side, we have one contract that is going through for a construction claims specialist. That will be in the look ahead report. The contract is currently very early in the process.

There is a CHP/Caltrans/Industry Work Zone Safety project, which is a joint effort by CHP, Caltrans, and industry to improve safety in our construction work zones. They are looking at anything and everything. It is a statewide project and we are also doing it in the Central Region. There will be joint training with industry, Caltrans and CHP all in the same room, all hearing the same information. More information will be available as the project rolls out.

Sharri Bender Ehlert, District 6 Director – Are those record breaking numbers for us, the \$1.76 billion?

Camillo Prandini – Yes, they are very much record breaking. The Central Region has 20.84% of the contracts presently out in the State and 14.12% of the dollars (contract dollars).

Marvin Dean – On the safety training, is it open to anybody? What is the cost?

Camillo Prandini – For the safety training, there will be more information forthcoming. It is still being developed and there won’t be a cost. I don’t know how the information is being distributed out.

Sharri Bender Ehlert, District 6 Director – This training is primarily for Caltrans employees and CHP to make our work zones safer. It doesn’t mean we are excluding the construction industry. At some point the construction industry will be a part of development of safety of work zones. But the training is specifically for Caltrans and CHP.

Commodities Subcommittee:

Sharri Bender Ehlert, District 6 Director – Desiree is out today. There is not much happening in commodities front.

A&E Subcommittee:

Lydia Zabrycki – I don’t have anything new to report. I have done some outreach to some A&E firms, but they are not participating. A lot of our smaller firms are watching where they are going, dealing money and time.

Ali Morris – I had received an email on the upcoming Mixer and workshop. They were opening up the Calmentor program to receiving additional membership to Calmentor. I submitted paperwork, but I haven’t heard anything back yet.

Nabeelah Hanif – The Calmentor program is ongoing. You can go ahead and respond. The information gets pushed over to the Steering Committee and we have designated people in charge of accepting the applications for mentor or protégé. Did you already submit your information to Diana Gong?

Ali Morris – Yes, I faxed her the paperwork to be a protégé.

Nabeelah Hanif – I will confirm with Diana that she has received it. Otherwise, we will contact you again.

Item #8: Member Items:

Marvin Dean – We are doing an event down in Bakersfield called the Kern County San Joaquin Valley Transportation Jobs and Contracts Forum. The goal is to look at all transportation related projects in the Central Valley, like High Speed Rail (HSR), Caltrans, Kern COG, and the Thomas Road Improvement Projects. We are trying to introduce more local small DBE firms to transportation related projects and trying to build up a data base of new local firms. If you look at the certification list, there are not a lot of certified firms in the Central Valley. So, we are trying to introduce firms to the growth here in the valley and how they can get certified and take advantage of these opportunities. We are looking to have a panel and we are inviting Caltrans to be a part of the panel along with the City of Bakersfield, County of Kern, Kern COG, HSR and others. We want Caltrans to provide information on the district outlook for 2013-2014 regarding contracting opportunities, how to maneuver the Office Engineer website, Minor B contracts and what the council (SJV SBC) is all about. I wanted to mention it, not necessarily to get a response now, but just to get the work out this free event. The event is on April 19, 2013, from 8:00 am to 5:00 pm. On the April 18, 2013, at 10:00 am, HSR is going to hold their High Speed Rail Business Advisor Council in Bakersfield. This is the second time they have held in the valley. The first time was back in January in Fresno and our committee voted to have the next one in Bakersfield.

I asked T'Shaka Toure to attend today's meeting there, but he had a project to bid today. He is one of my new members on the board of my Kern Minority Contractors Association. I want to announce him as my new alternate, since I am running for political office here and I want someone from my board to attend the meetings. If he is there in the room, he can introduce himself.

Sharri Bender Ehlert, District 6 Director – He is not here today.

Marvin Dean – I will send a formal letter requesting that he be my alternate, since I don't think I have an alternate.

Sharri Bender Ehlert, District 6 Director – Any questions for Marvin?

M.C. Yu – In the beginning of the meeting, you mentioned the membership number changed. I missed the last meeting, so can you give me an update on what reduced the membership?

Sharri Bender Ehlert, District 6 Director – Actually it was a couple of meetings ago, where we have had people who are members, but have not attended for two years. As a group, we talked about following our own rules that if you miss three consecutive meetings, you are dropped as a member. You can always reapply and become a member anytime you want. At this point, we went through that exercise and looked at who attended the last year, and those that hadn't were dropped from the email and member list. They were all notified by letter.

M.C. Yu – What is the exact number now?

Sharri Bender Ehlert, District 6 Director – Our current membership is eleven members. Any other member items?

Item #9: Public Comment/Good of the Order:

No comments.

Sharri Bender Ehlert, District 6 Director – Now for “Action Items”. We had a couple of “Action Items” from the last meeting. One was to invite the SBA representative from the Stockton area, which is our guest speaker today, Paul. We accomplished that one. The second one is to look at Office Engineer (OE) DBE report. We have been working on that one and we are still working on it. Camillo has done a lot of leg work looking at the numbers in the report. The way the numbers are being pulled out of the system are not presenting an accurate picture. So we are looking at how we can break the figures down and present the figures once a year instead of on a quarterly basis. So, we will give an annual DBE report on the goals and status.

Action Items proposed at this meeting:

- Have the Code of Conduct (from Debbie) emailed and voted on by the members and get concurrence from as many members as possible. We need a minimum of four and then we can adopt the Code of Conduct into our guidelines. The Code of Conduct will be emailed out to everyone and you can comment if you like.

Marvin Dean – Will there ever be a future meeting here, maybe moving the meetings around in the district? Especially with all the work here in the valley, could we possibly schedule a meeting in Bakersfield next year? It could be publicized and people could attend, not just members but the Kern COG and its members.

Sharri Bender Ehlert, District 6 Director – All sites are available; Bakersfield, Fresno and Stockton. It is not like we are in one physical location, but actually in three locations. It is really up to the members if anyone wants to talk about going down to Bakersfield for a meeting. The reality is that we are video-teleconferencing all together and that was the purpose so we don't have to travel.

Marvin Dean – But it isn't like having the main meeting where you get a certain presence and participation. Is this year's schedule all ready set in stone?

Kelly Mertlik – Yes, the 2013 meeting schedule is already set.

Lydia Zabrycki – Marvin, why don't we try for November if you wanted to round up some people and see who would attend the Bakersfield meeting, to see if you have a big turnout or not. It may not matter if the meeting is literally held there or by teleconference. We are all on the same playing field.

Marvin Dean – I would like to propose that to see if there is interest at our conference. I think we would get a lot more participation. I will follow up on that.

Sharri Bender Ehlert, District 6 Director – Motion to adjourn: 2:45 p.m. Debbie Hunsaker made the motion with Lydia Zabrycki seconding the motion.

Adjourned – Next meeting is July 19, 2013 hosted by the Statewide Small Business Council and it will be in Stockton (location to be determined). Video-teleconference is not available.

Approved by:

SHARRI BENDER EHLERT, Chair
District 6 Director
California Department of Transportation

Approved by:

CARRIE BOWEN, Chair
District 10 Director
California Department of Transportation